

## Message Text

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PAGE 01 PARIS 13083 041430Z  
ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 DOTE-00 CAB-05 CIAE-00  
COME-00 DODE-00 INR-07 NSAE-00 EPG-02 FAA-00  
PRS-01 USIA-15 ( ISO ) W  
-----050103Z 005927 /46

R 041423Z MAY 77  
FM AMEMBASSY PARIS  
TO SECSTATE WASHDC 2416  
INFO AMEMBASSY LONDON  
AMEMBASSY BONN  
AMEMBASSY MADRID  
AMEMBASSY THE HAGUE  
USMISSION EC BRUSSELS

UNCLAS PARIS 13083

E.O. 11652 N/A  
TAGS: EAIR, FR  
SUBJ: CIVAIR: AIRBUS

1. THOUGH LE MONDE IN ITS MAY 4 ISSUE DEVOTES A  
SHORT COLUMN ON ITS FRONT PAGE TO THE STORY, FRENCH  
PRESS HAS IN GENERAL REPORTED IN RELATIVELY LOW KEY  
THE CONCLUSION OF CONTRACT WHEREBY EASTERN AIRLINES  
IS TO LEASE FOUR AIRBUSES FOR USE ON CERTAIN OF ITS  
EAST COAST ROUTES FOR SIX MONTH TRIAL PERIOD  
BEGINNING THIS WINTER.

2. WHILE LES ECHOS, WHICH HAS BEEN HARPING QUITE  
A BIT THESE DAYS ABOUT SO-CALLED AMERICAN PRO-  
TECTIONISM, SNIFFS THAT THE EASTERN DEAL DOES  
NOT REALLY CONSTITUTE MUCH OF A PENETRATION  
OF US MARKET, LE MONDE AND LE FIGARO GIVE THE  
NEWS A MORE UPBEAT SLANT. NOTING THAT THE  
AIRBUSES FOR EASTERN WILL COME FROM THE UNSOLD  
AIRCRAFT THAT HAVE BEEN SITTING OUT ON THE APRON  
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AT TOULOUSE, THESE PAPERS SEE THE LEASING TO  
EASTERN AS A HAPPY AUGURY IF EASTERN IS  
PLEASED WITH AIRBUS AND ULTIMATELY BUYS THE FOUR  
AIRCRAFT AS WELL AS ORDERING SEVERAL MORE. BOTH  
PAPERS ALSO REPORT THAT PANAM MAY STILL BE INTERESTED  
IN AIRBUS FOR ITS SERVICE TO WEST BERLIN. BOTH  
PAPERS ALSO NOTE THAT THE EASTERN DEAL FOLLOWS

IMMEDIATELY AFTER THE ANNOUNCEMENT  
LAST WEEK OF SALE TO THAI INTERNATIONAL OF TWO  
AIRBUS (B-4 VERSION) PLUS OPTIONS FOR TWO MORE.

3. MAY 4 AM NEWSCAST DESCRIBED EASTERN DEAL AS A "SEMI-SUCCESS" FOR AIRBUS INDUSTRIE. INTERVIEWED ON THE SAME PROGRAM, STATE SECRETARY OF TRANSPORTATION CAVAILLE WELCOMED THE LEASING OF AIRBUSES TO EASTERN AS A BREAK-THROUGH FOR AIRBUS INDUSTRIE.

4. COMMENT: THE LEASING ARRANGEMENT WITH EASTERN, EVEN THOUGH SHORT-TERM, TAKES MUCH OF THE HEAT OFF US FOLLOWING AIRBUS INDUSTRIE'S FAILURE TO LAND THE SALE TO WESTERN AIRLINES. AT LEAST THE FRENCH WILL NO LONGER BE ABLE TO SAY THAT THE US MARKET IS CLOSED TO AIRBUS AND NO US CARRIER WILL GIVE THE AIRCRAFT A CHANCE TO PROVE ITSELF.  
GAMMON

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PRESS COMMENTS, COMMERCIAL AIRCRAFT, CONTRACTS, SUPPLEMENTAL AIRLINES  
**Control Number:** n/a  
**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
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**Disposition Approved on Date:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
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**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
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**TAGS:** EAIR, SOPN, FR, US, EASTERN AIRLINES  
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**Review Markings:**  
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